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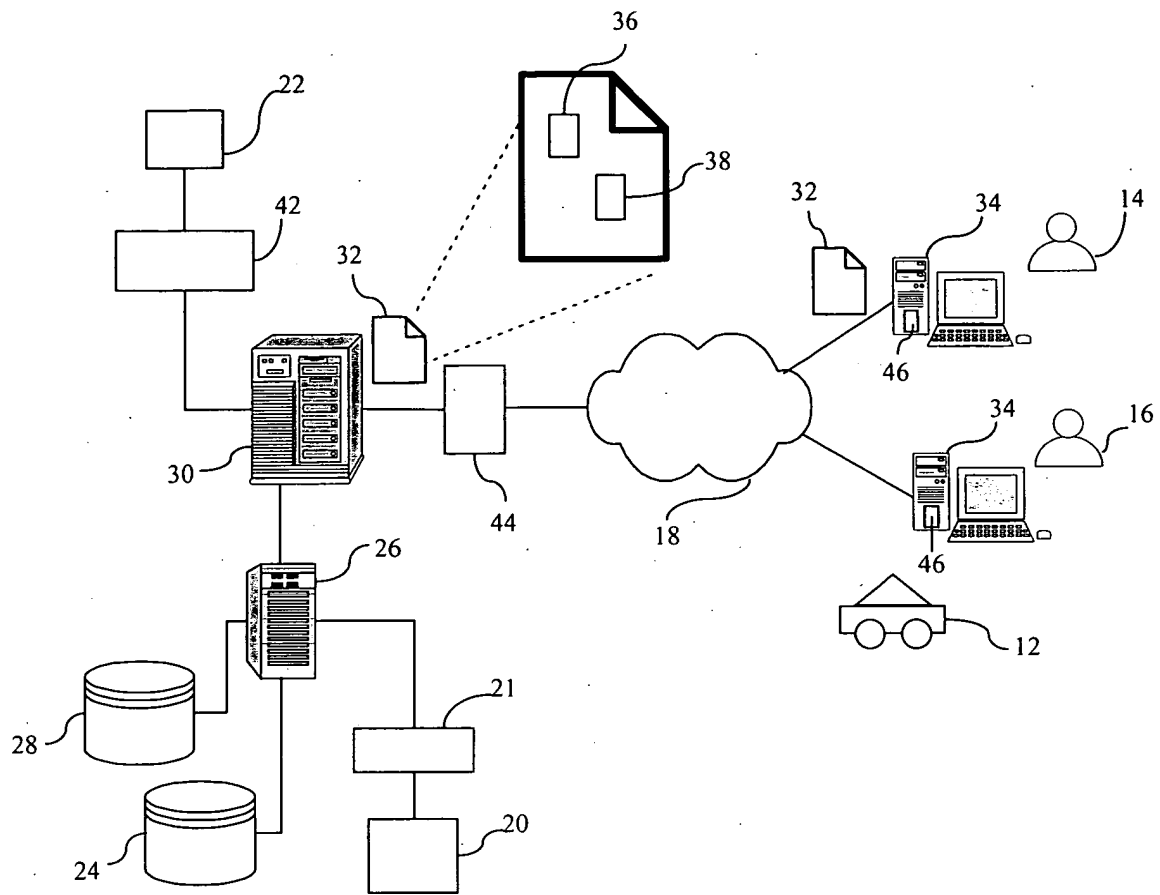
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10

Fig. 1

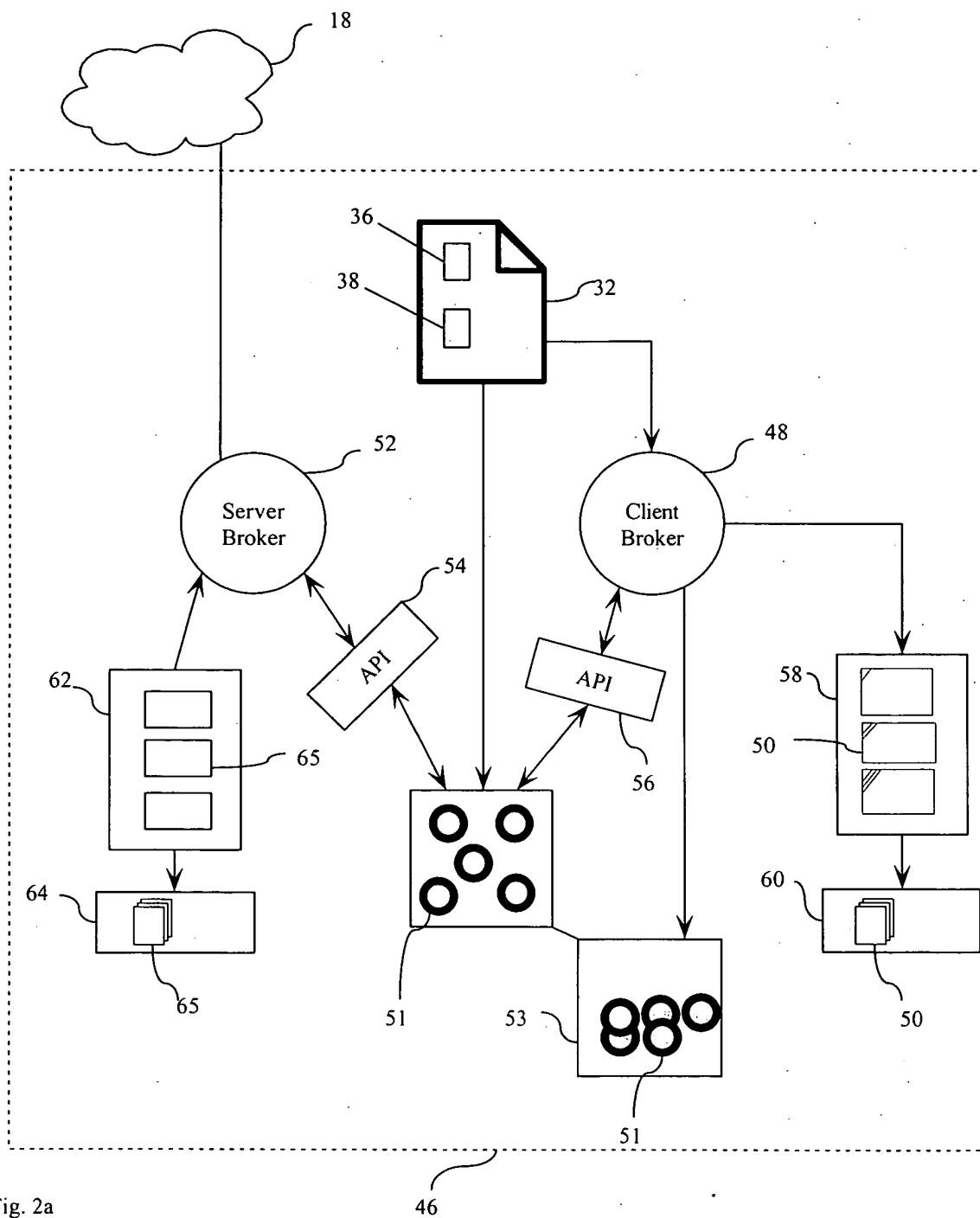


Fig. 2a

JMAHER, MVL LEASING

TORONTO AUCTION

CREDIT LIMIT: \$120,000 CAD

THU, FEBRUARY 8, 2001 - 10:44am

MY BIDS click on a vehicle for more detail.

BALANCE: \$34,500USD

Dealer ▼

Show all my bids ▼

| # | YR | MAKE | MODEL | BODY | COL | MI(000) | DAM | TYPE | SELL | LOCATION | S | END | CURR. | BID | NOTE | DETAIL |
|-----|----|----------|---------|------|-----|---------|-------|-------|-------|-------------|---|------|----------|-----|--------|--------|
| 112 | 99 | Ford | Mustang | 2DCP | RED | 143 | \$100 | LEASE | DZEER | Toronto, ON | 1 | 3:14 | \$12,300 | R | 13,000 | ⊕ |
| 118 | 99 | Cadillac | Seville | 4DSN | BLU | 43 | \$200 | RENT | FIRRE | Toronto, ON | 1 | 3:14 | \$12,300 | F | | ⊕ |
| 132 | 99 | Ford | Mustang | 4DSN | BLK | 143 | \$300 | RENT | BINER | Toronto, ON | 1 | 3:14 | \$12,300 | | | ⊕ |
| 006 | 99 | Ford | Mustang | 2DCP | GRE | 143 | \$500 | W/OFF | HYUER | Toronto, ON | 1 | 3:14 | \$12,600 | R | 12,600 | ⊕* |
| 234 | 99 | Ford | Mustang | 2DCP | BLU | 43 | \$500 | LEASE | KIMER | Toronto, ON | 1 | 3:14 | \$12,700 | F | 12,500 | ⊕ |
| 345 | 99 | Ford | Mustang | 2DCP | SL | 43 | \$200 | LEASE | KIMER | Toronto, ON | 4 | | | R | 11,300 | ⊕ |
| 346 | 99 | Ford | Mustang | 2DCP | YEL | 43 | \$500 | LEASE | KIMER | Toronto, ON | 2 | | | R | 12,300 | ⊕ |
| 334 | 99 | Ford | Mustang | 2DCP | BLU | 13 | \$800 | LEASE | KIMER | Toronto, ON | 2 | | | R | 10,500 | ⊕ |

MY SALES click on a vehicle for more detail.

SOLD: \$35,600USD

Show all my sales ▼

| # | YR | MAKE | MODEL | BODY | COL | MI(000) | DAM | TYPE | LOCATION | S | END | RSRV | CURR. | BIDS | DETAIL |
|-----|----|----------|---------|------|-----|---------|-------|-------|-------------|---|------|----------|--------|------|--------|
| 112 | 99 | Ford | Mustang | 2DCP | RED | 143 | \$100 | LEASE | Toronto, ON | 1 | END | \$13,000 | 13,100 | 3 | ⊕ |
| 118 | 99 | Cadillac | Seville | 4DSN | BLU | 43 | \$200 | RENT | Toronto, ON | 1 | 1:00 | \$13,300 | 12,100 | 6 | ⊕ |
| 132 | 99 | Ford | Mustang | 4DSN | BLK | 143 | \$300 | RENT | Toronto, ON | 1 | END | \$12,300 | 12,500 | 23 | ⊕ |
| 006 | 99 | Ford | Mustang | 2DCP | GRE | 143 | \$500 | W/OFF | Toronto, ON | 1 | 0:15 | \$12,600 | 12,600 | 1 | ⊕ |
| 234 | 99 | Ford | Mustang | 2DCP | BLU | 43 | \$500 | LEASE | Toronto, ON | 2 | | \$14,000 | 12,500 | | ⊕ |
| 345 | 99 | Ford | Mustang | 2DCP | SL | 43 | \$200 | LEASE | Toronto, ON | 4 | | \$13,000 | 11,000 | | ⊕ |
| 346 | 99 | Ford | Mustang | 2DCP | YEL | 43 | \$500 | LEASE | Toronto, ON | 2 | | \$13,000 | 12,300 | | ⊕ |
| 334 | 99 | Ford | Mustang | 2DCP | BLU | 13 | \$800 | LEASE | Toronto, ON | 2 | | \$13,000 | 13,500 | | ⊕ |

AUCTION MONITOR click on a vehicle for more detail.

Show all segments ▼

| # | YR | MAKE | MODEL | BODY | COL | MI(000) | DAM | TYPE | SELL | LOCATION | S | END | CURR. | NOTE | DETAIL |
|-----|----|----------|---------|------|-----|---------|-------|-------|-------|-------------|---|------|----------|------|--------|
| 112 | 99 | Ford | Mustang | 2DCP | RED | 143 | \$100 | LEASE | DZEER | Toronto, ON | 1 | 3:14 | \$12,300 | | ⊕ |
| 118 | 99 | Cadillac | Seville | 4DSN | BLU | 43 | \$200 | RENT | FIRRE | Toronto, ON | 1 | 3:14 | \$12,300 | | ⊕ |
| 132 | 99 | Ford | Mustang | 4DSN | BLK | 143 | \$300 | RENT | BINER | Toronto, ON | 1 | 3:14 | \$12,300 | | ⊕* |
| 006 | 99 | Ford | Mustang | 2DCP | GRE | 143 | \$500 | W/OFF | HYUER | Toronto, ON | 1 | 3:14 | \$12,600 | | ⊕* |
| 234 | 99 | Ford | Mustang | 2DCP | BLU | 43 | \$500 | LEASE | KIMER | Toronto, ON | 2 | | | | ⊕ |
| 345 | 99 | Ford | Mustang | 2DCP | SL | 43 | \$200 | LEASE | KIMER | Toronto, ON | 4 | | | | ⊕ |

SEARCH PRICE LOOK UP

GROUP BIDS mustangs ▼

Add

Edit

?

| # | YR | MAKE | MODEL | BODY | COL | MI(000) | DAM | TYPE | SELL | LOCATION | S | END | CURR. | NOTE | DETAIL |
|-----|----|------|---------|------|-----|---------|-------|-------|-------|-------------|---|------|----------|--------|--------|
| 006 | 99 | Ford | Mustang | 2DCP | GRE | 143 | \$500 | W/OFF | HYUER | Toronto, ON | 1 | 3:14 | \$12,600 | 12,600 | ⊕* |

RANGE BID (\$USD) Max. 20% variance OR FIRM BID (\$USD)

○ REMOVE FROM BIDS

12,000 TO 12,500

SUBMIT

12,700

12,800

12,900

13,000

13,100

SUBMIT

Figure 2b

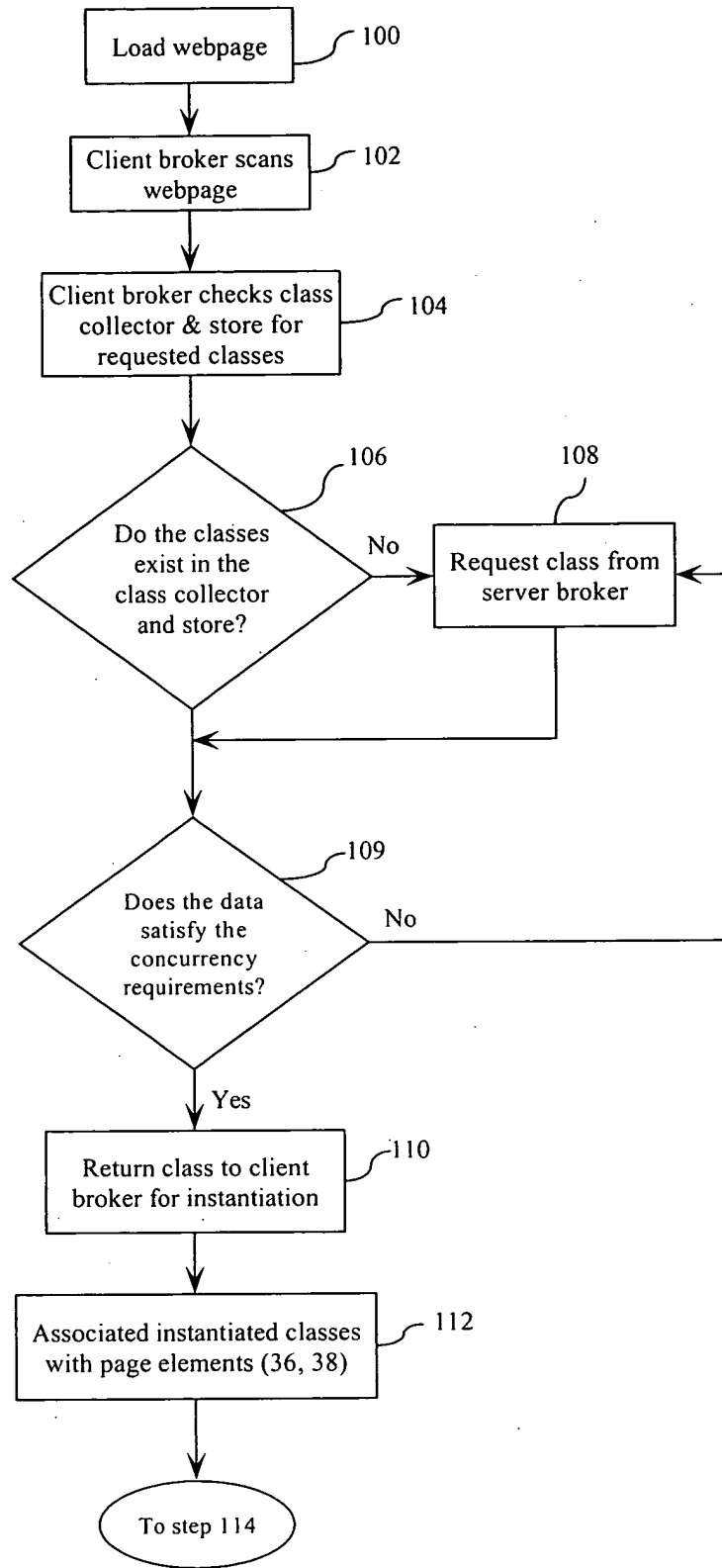


Fig. 3a

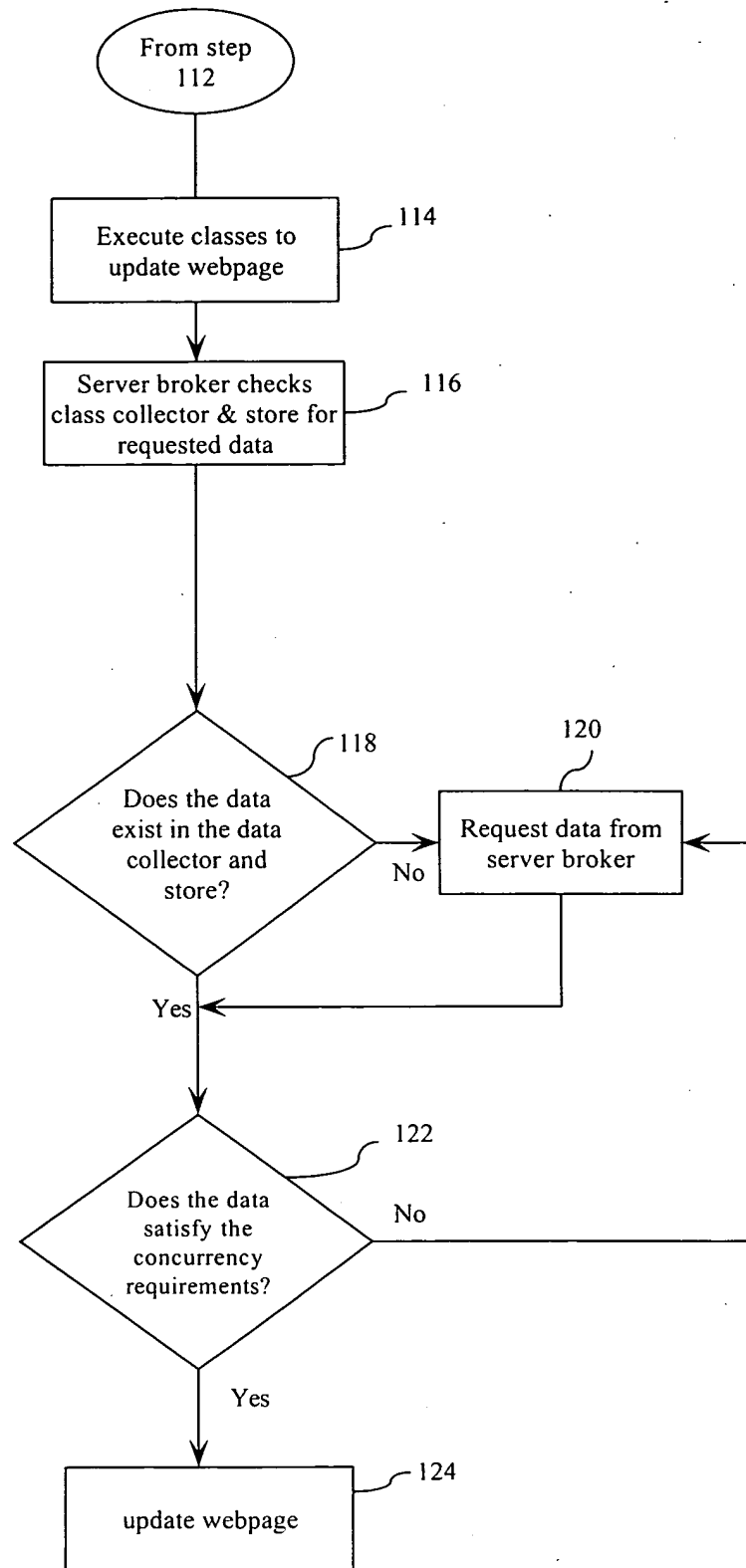


Fig. 3b

Fig. 4

User Details

User id mshanahan

Old Password

New Password Re-enter New Password

Title Mr

First Name Mike

Last Name Shanahan

Language English

Country Canada

Address 123 The Burbs

City Toronto

Zip/Postal Code M4V 1A1

Province/State Ontario

Preferences

Currency Canadian Dollar

If you want to purchase vehicles, you must provide the following information.

SIN or SSN 123456789

Dealer Licences

| Country | Province/State | Licence Code | Expiry Date | Upload | Delete |
|---------|----------------|--------------|-------------|--------|--------|
| Canada | Ontario | OTRS1573 | 2003 Sep 30 | Upload | Delete |
| Canada | Quebec | GHR587 | 2002 Dec 31 | Upload | Delete |
| | | | | | |

If you prefer to fax your licences, click here Print Fax Cover Sheet

Save Delete

Figure 5

Upload Dealer Licence

Dealer: Mike Shanahan

Select the licence image on your hard drive or network.

Ontario

Browse...

Upload

Continue

Figure 6

Company Administration - Menu

Company

Shanahan Ford Lincoln ▼

COMPANY

Location

H.O Newmarket ▼

LOCATION

Enter the user-id of a person who is registered with PDQ

or

Select a person who is already authorised for your company

EMPLOYEE

▼

Lou Boyle

Mike Shanahan

Phil Tair

Figure 7

Company Details

Company Name:

Principal:

Title

First Name

Last Name

Position

Currency:

Would you like to be an arbitration appraiser for vehicles that are located near you? Yes ☐ No ☒

Dealer Licences

| Country | Province/State | Tax Exempt Code | Licence Code | Licence Expires | Upload | Delete |
|--------------------------|----------------------|----------------------|----------------------|----------------------|---------------------------------------|---------------------------------------|
| Canada | British Columbia | 5736253 | D5HR3N5T | 2004 Jan 31 | <input type="button" value="Upload"/> | <input type="button" value="Delete"/> |
| Canada | Ontario | TR987FG | 348999 | 2004 Feb 8 | <input type="button" value="Upload"/> | <input type="button" value="Delete"/> |
| United States of America | Rhode Island | P9UI458 | 3487245 | 2003 Jun 15 | <input type="button" value="Upload"/> | <input type="button" value="Delete"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="text"/> | <input type="button" value="Upload"/> | <input type="button" value="Delete"/> |

If you prefer to fax your licences, click here

Figure 8

Upload Dealer Licence

Dealer: Shanahan Ford Lincoln

Select the licence image on your hard drive or network.

British Columbia

Browse...

Upload

Continue

| Company Location | |
|------------------|-------------------------------------|
| Location Name | H.O. Newmarket |
| Head Office | <input checked="" type="checkbox"/> |
| Country | Canada |
| Address | 567 Davis Dr |
| City | Newmarket |
| Zip/Postal Code | L3Y 2P5 |
| Province/State | Ontario |
| Time Zone | Eastern Time |
| Phone Number | (905)853-5000 |
| Fax Number | (905)853-3004 |
| Email Address | info@shanahanfordlincoln.com |
| Save | Delete |

Figure 1 b

Company Employee

Company: Shanahan Ford Lincoln

User-id: mshanahan

Name: Mike Shanahan

Address: 123 The Burbs
Toronto, Ontario
M4V 1A1

Location

H.O Newmarket ▼

Maximum amount that the employee can spend in an auction

150000 CAD

How much can the employee reduce the reserve during negotiation?

9500 CAD

Roles

Accounts payable

☐

Accounts receivable

☐

Buyer

☒

Company Administrator

☒

Monitor

☐

Seller

☒

Save

Delete

Figure 11

Auction Administration

Auction Class: ▼

| | |
|-----------------------|--------------|
| Auction Class Details | Auction List |
|-----------------------|--------------|

Figure 12

Auction Class Administration

Auction Class Details

| | | |
|--------------------------------------|-------------------|--|
| Auction Name | Tricor | Setting the status to 'active' causes an auction to be scheduled |
| Status | Inactive | One auction class is designated as the default; this is the template for new auction classes |
| Default Auction | 132 | |
| Type | Open | |
| Currency | Canadian Dollar | |
| Time Zone | Eastern Time | |
| Office Address | | |
| City | | |
| Province/State | Ontario | |
| Country | Canada | |
| Zip / Postal Code | | |
| Phone Number | | |
| Fax Number | | |
| Email Address | | |
| Earliest Year | 140 | Vehicles manufactured prior to this year are excluded from the auction |
| Maximum Odometer | 142 | Vehicles with a higher odometer reading are excluded from the auction |
| Reserve Permitted | 144 | If this is checked, a reserve can be specified when a vehicle is submitted |
| Auction Duration | 120 minutes | The duration of an auction if all regular segments are used |
| Segment Duration | 5 minutes | The duration of a segment |
| Segment Interval | 2 minutes | The interval between the end of a segment and the start of the next one |
| Segment Capacity | 100 | The maximum number of vehicles that can be assigned to a segment |
| Extension Segment Count | 0 | The maximum number of extension segments |
| Extension Segment Minimum Capacity | 154 | The minimum number of vehicles that must be assigned to an extension segment |
| Overlapping Segments Permitted | 158 | If this is checked, overlapping segments are used if too many vehicles are submitted |
| Overlapping Segment Minimum Capacity | 160 | The minimum number of vehicles that must be assigned to an overlapping segment |
| Segment Manufacturer Limit | 100 | The maximum number of vehicles from each manufacturer that can be assigned to the same segment |
| Segment Model Limit | 100 | The maximum number of vehicles for each model that can be assigned to the same segment |
| Initial Bid Warning % | 120 | The buyer will be warned if his initial firm bid exceeds this percentage of the reserve. E.g. Set this to 110 to warn him if his bid exceeds the reserve by 10%. |
| Initial Bid Range % | 70 to 185 | The allowable limits for the initial range bid are randomly calculated by applying these percentages to the reserve |
| Range Initial Bid % | 80 to 168 | The range initial bid must be within this percentage of the range upper bid |
| Range Bid Maximum Spread | 6000 | The difference between the range initial bid and the range upper bid must not exceed this amount |
| Offers Permitted | 172 | If this is checked, offers can be submitted |
| Offer Rejection Delay | 15 to 120 minutes | If an offer is automatically rejected, the buyer is notified after a delay that is randomly calculated within this range |
| Default Offer Duration | 180 minutes | |

Fig. 13a

Continued on
Next Page

| | | |
|-----------------------------|-------------|-----|
| Offer Reply Time | 5 minutes | 178 |
| Registration Lead Time | 60 minutes | 140 |
| Vehicle Schedule Lead Time | 120 minutes | 182 |
| Offer Submission Lead Time | 60 minutes | 184 |
| Offer End Lead Time | 30 minutes | 186 |
| Bidding Countdown Period | 60 seconds | 188 |
| Negotiation Initiation Time | 3 minutes | 190 |
| Negotiation Reply Time | 3 minutes | 192 |

Continued From
Previous Page

After viewing an offer, the salesperson must accept it within this time period to prevent it from expiring.

If a dealer wants his finance company to pay for his purchases, he must register for the auction before this duration prior to the start of the auction is reached.

The duration prior to the start of the auction when vehicles are assigned to segments.

The duration prior to the start of the auction after which no offers can be submitted.

The duration prior to the start of the auction after which unfinished offers are cancelled.

The period that must elapse, without any bids being submitted, before bidding on a vehicle is closed.

The period after bidding closes during which the seller may start negotiation.

If the participant does not respond to a negotiator offer during this period, negotiation is terminated.

Segment Limits

| Segment | Minimum Vehicle Count |
|---------|-----------------------|
| 1 | 0 |
| 2 | 100 |
| 3 | 200 |
| 4 | 300 |
| 5 | 400 |
| 6 | 500 |
| 7 | 600 |
| 8 | 700 |

194

Bidding Increments

| High Bid is At Least | Bidding Increment |
|----------------------|-------------------|
| 0 | 50 |
| 9000 | 100 |
| | |
| | |
| | |

196

Auction Schedule

| | |
|------------|----------|
| Start Time | End Time |
| e.g. 14:30 | |
| Friday | 14:30 |
| | 16:00 |
| | |
| | |

198

Save

Fig. 135

Submit Vehicle

Seller: Tricor

Enter a New or Existing VIN (for an existing VIN, you may just enter the last 6 characters)

or

Select an Existing VIN

| | |
|-------------------|----------------------------|
| | |
| 1FMZU24E7XUA53192 | 1999 Ford Explorer |
| 1FMDU24X1SUA29474 | 1999 Ford Explorer |
| 1FTRW07342KP21257 | 1999 Ford F-350 |
| 1FMDU35P4TZB53019 | 2000 Ford F-150 |
| 1FTNX21L9YED74028 | 2000 Ford F-250 |
| 2FMZA5144YBC12327 | 2000 Ford Windstar |
| 1FMZU72E4YZA50349 | 2000 Ford Windstar |
| 1FTRW07342KC21257 | 2001 Ford E-350 Super Duty |
| 1FTRW07342KC21257 | 2001 Ford E-350 Super Duty |
| 2FMZA554X1BB05380 | 2001 Ford Windstar |

Figure 14

Submit Vehicle - Menu

VIN: 1FMDU34X0SDA65467
Model: 2002 Ford Thunderbird
Status: Incomplete

Step 1:

VEHICLE DETAILS

Step 2:

VEHICLE PHOTOGRAPHS

Either:

Step 3a:

APPRAISAL

Step 3b:

APPRAISAL PHOTOGRAPHS

or:

Step 3:

REQUEST APPRAISAL

When you have entered all the vehicle's information, click here. This will allow purchasers to see the vehicle:
Step 4:

LIST

WITHDRAW

SUBMIT ANOTHER VEHICLE

Figure 15

Submit Vehicle - Vehicle Details

VIN: 1FMDU34N8SDA65467 Seller: Titor: Status: Accepted
 Year: 2002 Make: Ford Model: Thunderbird - Car
 Body: 2 Door Convertible Engine: 8 Transmission: Automatic 4 speed
 Drive Train: Rear Wheel Drive Drive Side: Left Fuel Type: Unleaded
 First Registered: Canada Ontario
 Currently Registered: Canada Ontario

Location
 Country: Canada
 Dealer: Titor
 Address: 1823 The Queensway
 City: Kapuskasing
 Zip/Postal Code: K0A1T8
 Province/State: Ontario
 FOB:

Colour
 Exterior (generic): Red Exterior (specific): Interior: Red/Black

History
 Usage Type: Lease Theft Recovery: Major Damage: Flood Damage:
 Odometer(current): 32000 km Odometer(previous): Date replaced:
 Warranty: Available Months Remaining: 24

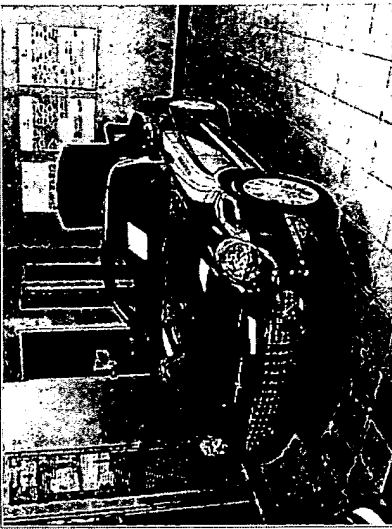


Options
 ABS brakes ☒ Air conditioning ☒ Alarm ☒ Alloy wheels ☒
 Aspiration ☒ Audio system ☒ Block heater ☒ Child-proof locks ☒
 Cruise control ☒ Driver air bag ☒ Heated seats ☒ Keyless remote entry ☒
 Leather interior ☒ Overhead console ☒ Passenger air bag ☒ Power seats ☒
 Power brakes ☒ Power locks ☒ Power mirrors ☒ Power windows ☒
 Power steering ☒ Power trunk ☒ Rear window defrost ☒
 Rear wiper ☒ Remote starter ☒ Roof ☒ Roof rack ☒
 Side impact air bags ☒ Spoiler(s) ☒ Tilt steering ☒ Tinted windows ☒
 Towing package ☒ Traction control ☒

Comments:

Auction Rules
 Reserve: 45000 CAD Immediate Sale Price: 48000 CAD
 Accept offers before the auction? ☒

Auctions
 Withdraw Sequence Auction High Bid (CAD) If unsold
 1 1 Titor 16-Oct-2002 1:30PM no bid List in the next auction
 2 2 Titor 29-Oct-2002 4:25PM List in the next auction

Figure 16a

| Photographs | | | |
|--------------------------|----------|----------|--|
| Delete | Type | Sequence | File Name |
| <input type="checkbox"/> | Exterior | 1 | P001114.JPG |
| | | |  |
| <input type="checkbox"/> | Exterior | 2 | P001115.JPG |
| | | |  |
| <input type="checkbox"/> | Interior | 3 | P001116.JPG |
| | | |  |

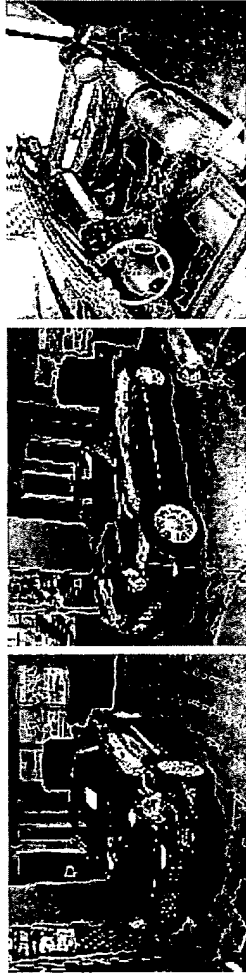
Save

Figure 165

Submit Vehicle - Photographs

VIN: 1FMDU34X0SDA65467

Model: 2002 Ford Thunderbird



Upload Photograph

Select the photograph on your hard drive or network.
(Do not upload photographs of damage here).

View of Vehicle:

After all photographs have been uploaded, click here:

(You can provide additional information about uploaded photographs on the [Vehicle Details](#) page)

Figure 16c

Submit Vehicle - Appraisal

Appraisal Date: 2002 ▾ Oct ▾ 7 ▾ Appraiser: KMS Independent: ☐

Appraisal Status: Complete ▾

Interior Condition: Good ▾

Paint Condition: Good ▾

Overall Condition: Good ▾

Windshield Condition: Good ▾

Tire Tread Depth: Front left: 3 mm Front right: 3 mm Rear left: 3 mm Rear right: 3 mm

Comments:

Damage:

| Delete | Status | Type | Repair Cost CAD | Description |
|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| <input type="checkbox"/> | Confirmed ▾ | Dent ▾ | 500 | front passenger/hood |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |




Save

Figure 17a

Submit Vehicle - Appraisal Photographs

VIN: 1FMDU34X0SDA65467
 Model: 2002 Ford Thunderbird

| Damage Type | Description | Image | File Name |
|-------------|----------------------|---|---|
| Dent | front passenger/hood |  | <div style="border: 1px solid black; padding: 2px;">Browse...</div> <div style="border: 1px solid black; padding: 2px; text-align: center; margin-top: 5px;">UPLOAD</div> |

After all photographs have been uploaded, click here: [CONTINUE](#)

Figure 175

Request an Appraisal

VIN: 1FMDU34X0SDA65467
Model: 2002 Ford Thunderbird
Appraiser: Manders Inc.

To cancel the appraisal, check this box ☐

Contract End Date: 2002 ▾ Oct ▾ 5 ▾

Adjusted Maturity Date: 2002 ▾ Nov ▾ 7 ▾

Contract Mileage: 80000 km

Licence Plate Number: AGUD001

Additional Instructions: (up to 75 characters)

Lessee:

Name: Bill Shyster

Country: Canada ▾

Address: 123 West St North

City: Oakville

Zip/Postal Code: M1A 1Z2

Province/State: Ontario ▾

Home Phone Number (905)555-2345

Work Phone Number

Save

Fig 16

Auction Administration

Auction List

Auction: Tricor

| Auction Id | Status | Start Date | Start Time Eastern Time | End Time | Suspend |
|------------|-------------|-------------|----------------------------|----------|--------------------------|
| 105 | Pre-Auction | 16-Oct-2002 | 13:30 | 15:30 | <input type="checkbox"/> |
| 52 | Finished | 19-Aug-2002 | 16:20 | 18:20 | <input type="checkbox"/> |
| 51 | Finished | 17-Apr-2002 | 10:00 | 12:00 | <input type="checkbox"/> |
| 50 | Finished | 10-Apr-2002 | 10:00 | 12:00 | <input type="checkbox"/> |
| 48 | Finished | 03-Apr-2002 | 10:00 | 12:00 | <input type="checkbox"/> |

Figure 19



HOME AUCTIONS

LOG OUT

M. Shanahan, Shanahan Ford Lincoln

Oct 18, 1:33:48PM

CREDIT LIMIT: \$150,000 CAD

My Bids

BALANCE: \$274,447

Scope: Personal Show: All Segments

| ENTER | LEP | MAKE | MODEL | YEAR | GROUP | LM | DAMAGE | TYPE | SELL | LOCATION | STATUS | CURRENT | END TYPE | DATE | DETAIL |
|-------|-----|------|----------|------|-------|--------|--------|-------|-------|---------------|----------|----------|----------|------|--------|
| 1 | 02 | FORD | Ranger | 20CB | BLK | 23,000 | | Lease | TRCOR | ON, Etobicoke | 1 1:13 | \$19,300 | Range | | |
| 2 | 99 | FORD | Explorer | 4DWG | BLK | 67,000 | | Lease | TRCOR | AB, Calgary | 1 1:13 | \$21,000 | Range | | |
| 5 | 00 | FORD | F-250 | 4DWG | RED | 82,000 | | Lease | TRCOR | NB, Moncton | 1 1:13 | \$25,100 | | | |
| 10 | 99 | FORD | Explorer | 4DWG | RED | 82,000 | \$200 | Lease | TRCOR | PQ, Montreal | 1 1:13 | \$16,500 | Range | | |
| 6 | 00 | FORD | Windstar | 4DSN | SIL | 53,000 | | Lease | TRCOR | NT, Inuvik | 2 1:37PM | | | | |

My Sales

Show: All Segments

| ENTER | LEP | MAKE | MODEL | YEAR | GROUP | LM | DAMAGE | TYPE | SELL | LOCATION | STATUS | PREFERE | CURRENT | END TYPE | DATE | DETAIL |
|-------|-----|------|------------|------|-------|--------|--------|-------|-------|-----------------|--------|----------|----------|----------|------|--------|
| 3 | 00 | FORD | Expedition | 4DWG | RED | 42,000 | | Lease | TRCOR | BC, Vancouver | 1 1:13 | \$31,000 | \$31,500 | 1 | | |
| 8 | 01 | FORD | Explorer | 2DCB | SIL | 25,000 | | Lease | TRCOR | PQ, Hull | 1 1:13 | \$23,000 | \$23,500 | 1 | | |
| 9 | 02 | FORD | F-150 | 2DCB | BLK | 82,000 | | Lease | TRCOR | NB, Fredericton | 1 1:13 | \$21,000 | \$19,000 | 1 | | |

Auction Monitor

Show: All Segments

| ENTER | LEP | MAKE | MODEL | YEAR | GROUP | LM | DAMAGE | TYPE | SELL | LOCATION | STATUS | 2 STATUS | CURRENT | DATE | DETAIL |
|-------|-----|------|-------------|------|-------|--------|---------|-------|-------|-----------------|----------|----------|---------|------|--------|
| 12 | 00 | FORD | Windstar | 4DHB | SIL | 20,050 | \$1,400 | Lease | TRCOR | NB, Winnipeg | 1 1:13 | 1 1:13 | | | |
| 11 | 02 | FORD | Thunderbird | 2DCV | RED | 32,000 | \$500 | Lease | TRCOR | ON, Kspuskasing | 2 1:37PM | 2 1:37PM | | | |

206

SEARCH PRICE LOOKUP

GROUP BIDS NEW ADD EDIT ?

| ENTER | LEP | MAKE | MODEL | YEAR | GROUP | LM | DAMAGE | TYPE | SELL | LOCATION | STATUS | CURRENT | END TYPE | DATE | DETAIL |
|-------|-----|------|----------|------|-------|--------|--------|-------|-------|--------------|--------|----------|----------|------|--------|
| 10 | 99 | Ford | Explorer | 4DWG | RED | 82,000 | \$200 | Lease | TRCOR | PQ, Montreal | 1 1:12 | \$16,500 | Range | | |

RANGE BID (max 20% variance)

16800 TO 16800

SUBMIT TERMINATE

FIRM-BID

SUBMIT

BID HISTORY ADD TO MONITOR

Figure 20

Vehicle Search

Dealer: Shanahan Ford Lincoln

Select a Search (new)

| | | | |
|-------|------------|----------|--------|
| (new) | West Coast | Bargains | Active |
| | Late Model | Lincolns | Active |

Continue

Figure 21

Vehicle Search

Search Name Status

Enter the criteria for your search.
To select multiple items in a list, or to de-select an item, press and hold the Ctrl key.

Model Year to

Make

Models

Transmission

Colours

Registered in

Maximum Odometer Reading km

Maximum Estimated Repair Cost CAD

☒

Figure 22

| My Sales | | | | | | | | | | Show: All Segments | |
|----------|------|------|----------|------|-------|--------|-------|-------|---------------|--------------------|----------|
| | | | | | | | | | | All Segments | |
| ENTRY | YEAR | MAKE | MODEL | MOD. | COLOR | LM | DRAGE | TYPE | LOCATION | QTY | PRICE |
| 1 | 02 | FORD | Ranger | 20CB | BLK | 23,000 | | Lease | ON, Etobicoke | 1 | \$19,000 |
| 2 | 99 | FORD | Explorer | 4DWG | BLK | 67,000 | | Lease | AB, Calgary | 1 | \$22,000 |
| 5 | 00 | FORD | F-250 | 4DWG | RED | 82,000 | | Lease | NB, Moncton | 1 | \$26,000 |
| | | | | | | | | | | CURRENT | |
| | | | | | | | | | | Active Segments | |
| | | | | | | | | | | Segment 1 | |
| | | | | | | | | | | Segment 2 | |
| | | | | | | | | | | Sold | |
| | | | | | | | | | | Hide | |

Figure 23



HOME

AUCTIONS

LOG OUT

M. Shanahan, Shanahan Ford Lincoln

Oct 18, 1:39:10PM

CREDIT LIMIT: \$150,000 CAD

Negotiator

Bids

| ENTRY | YR | MAKE | MODEL | DOY | COLOUR | LM | D-M-R-G-E | STATUS | RESERVE | PRICE |
|-------|----|------|----------|------|--------|--------|-----------|--------|----------|----------|
| 10 | 99 | FORD | Explorer | 4DWG | RED | 82,000 | \$200 | 45 | \$18,000 | \$17,900 |
| 5 | 00 | FORD | F-250 | 4DWG | RED | 82,000 | | 54 | \$26,000 | \$25,800 |
| 2 | 99 | FORD | Explorer | 4DWG | BLK | 67,000 | | 1:09 | \$22,000 | \$21,900 |

| ENTRY | YR | MAKE | MODEL | DOY | COLOUR | LM | D-M-R-G-E | STATUS | RESERVE | PRICE |
|-------|----|------|-------|------|--------|--------|-----------|--------|----------|----------|
| 9 | 02 | FORD | F-150 | 2DCB | BLK | 82,000 | | 2:02 | \$21,000 | \$21,000 |

My Bids

BALANCE: \$285,947

| ENTRY | YR | MAKE | MODEL | DOY | COLOUR | LM | D-M-R-G-E | TYPE | SELL | LOCATION | CURRENT | NO. TYPE | DATE | DET-IL |
|-------|----|------|----------|------|--------|--------|-----------|-------|-------|---------------|----------|----------|------|--------|
| 1 | 02 | FORD | Ranger | 2DCB | BLK | 23,000 | | Lease | TRCOR | ON, Elsbicoke | \$19,300 | Range | | |
| 2 | 99 | FORD | Explorer | 4DWG | BLK | 67,000 | | Lease | TRCOR | AB, Calgary | \$21,000 | 1:09 | | |
| 5 | 00 | FORD | F-250 | 4DWG | RED | 82,000 | | Lease | TRCOR | NB, Moncton | \$25,600 | Firm | | |
| 10 | 99 | FORD | Explorer | 4DWG | RED | 82,000 | \$200 | Lease | TRCOR | PQ, Montreal | \$16,800 | Firm | | |
| 6 | 00 | FORD | Windstar | 4DSN | SIL | 53,000 | | Lease | TRCOR | NT, Inuvik | \$23,000 | Range | | |

My Sales

| ENTRY | YR | MAKE | MODEL | DOY | COLOUR | LM | D-M-R-G-E | TYPE | LOCATION | STATUS | PRICE | CURRENT | NO. TYPE | DATE | DET-IL |
|-------|----|------|------------|------|--------|--------|-----------|-------|-----------------|--------|----------|----------|----------|------|--------|
| 3 | 00 | FORD | Expedition | 4DWG | RED | 42,000 | | Lease | BC, Vancouver | 1 Sold | \$31,000 | \$31,500 | 1 | | |
| 8 | 01 | FORD | Explorer | 2DCB | SIL | 25,000 | | Lease | PQ, Hull | 1 Sold | \$23,000 | \$23,500 | 1 | | |
| 9 | 02 | FORD | F-150 | 2DCB | BLK | 82,000 | | Lease | NB, Fredericton | 1 Neg | \$21,000 | \$19,000 | 1 | | |

Figure 24

210

NEGOTIATOR close

208

MY BIDS

| # | Yr | MAKE | MODEL | BODY | COL | MI(000) | DAM | NOTE | HIGH | END |
|-----|----|----------|---------|------|-----|---------|-------|--------|--------|-----|
| 116 | 99 | Cadillac | Seville | 4DSN | BLU | 43 | \$200 | 12,100 | 12,200 | :12 |
| 006 | 99 | Ford | Mustang | 2DCP | GRE | 143 | \$500 | 13,000 | 13,000 | :18 |

212

MY SALES

| # | Yr | MAKE | MODEL | BODY | COL | MI(000) | DAM | HIGH | END |
|-----|----|----------|---------|------|-----|---------|-------|--------|-----|
| 116 | 99 | Cadillac | Seville | 4DSN | BLU | 43 | \$200 | 13,500 | :10 |
| 006 | 99 | Ford | Mustang | 2DCP | GRE | 143 | \$500 | 12,400 | :13 |
| 116 | 99 | Cadillac | Seville | 4DSN | BLU | 43 | \$200 | 13,500 | :19 |
| 006 | 99 | Ford | Mustang | 2DCP | GRE | 143 | \$500 | 12,400 | :30 |

OFFER ▼ **SUBMIT** COUNTER OFFER 13,200 **ACCEPT** RESERVE 13,500 **WITHDRAW**

Figure 25

214

OFFERS close

| # | Yr | MAKE | MODEL | BODY | COL | MI(000) | DAM | HIGH | END | SALESPERSON |
|-----|----|----------|---------|------|-----|---------|-------|--------|-----|-------------|
| 116 | 99 | Cadillac | Seville | 4DSN | BLU | 43 | \$200 | 13,500 | :19 | C. Smith |
| 006 | 99 | Ford | Mustang | 2DCP | GRE | 143 | \$500 | 12,400 | :30 | K. Carr |

OFFER 13,200 USD **ACCEPT** **REJECT** RESERVE 13,100 IMMEDIATE SALE PRICE 13,900

Figure 26

BID HISTORY

Entry: 10

VIN: 1FMDU24X1SUA29474

Bidding started at 16-Oct-2002 4:30PM. Negotiation ended at 4:40:55PM.

| BIDDER | RECEIVED | BID (CAD) | BID TYPE | STATUS | ASKING |
|-----------|-----------|--------------|------------|--------------------|--------|
| mshanahan | 4:39:33PM | 17,500 | Negotiator | Accepted by seller | |
| mshanahan | 4:31:36PM | 16,800 | Firm | Refused by seller | 17,900 |
| dcampbell | 4:31:07PM | 16,700 | Firm | Superseded | |
| mshanahan | 4:30:10PM | 16,500 | Range | Superseded | |
| dcampbell | 4:30:10PM | 16,400 | Range | Superseded | |
| mshanahan | 4:30:10PM | 16,300 | Range | Superseded | |
| dcampbell | 4:30:10PM | 16,200 | Range | Superseded | |
| mshanahan | 4:30:10PM | 16,100 | Range | Superseded | |
| dcampbell | 4:30:10PM | 16,000 | Range | Superseded | |

2165

Figure 27